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✓ EDUCATIONAL WORK IN GRAIN GRADING

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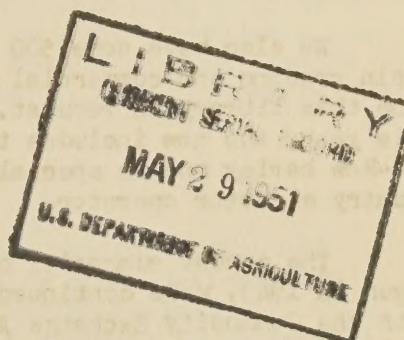
Report prepared by W. B. Combs ✓

under the Project

"EXTENSION WORK IN GRAIN GRADING AND MARKETING AT COUNTRY POINTS"

United States Department of Agriculture  
Extension Service  
1108 Post Office Building  
Chicago 7, Illinois

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This is the fourteenth annual report of the Country Point Grain Grading and Marketing extension project. The project is a co-operative one between the Extension Service and the Production and Marketing Administration. These annual reports, together with current trip reports, are to keep the cooperative agencies informed on what we are doing in the field. Frequent conferences also are had with Production and Marketing officials and State Extension personnel to plan educational work so that PMA and Extension programs will supplement each other.

Our educational efforts are pointed at country grain marketing. Special emphasis has been given to eliminating spoilage and waste in storage and handling. Training schools for PMA and Extension workers have been held so that they may better advise producers with whom they come in contact regarding grain storage and grain marketing problems. Grain grading schools for country grain dealers have been conducted, and subject matter and visual aids have been prepared for educational use by state and federal people.

A general educational program based on well known principles governing grain storage and transportation, recommended handling procedures, and current grading factors, when carried on regularly in a state helps eliminate most of the serious grain grading problems. In states where an extension specialist is assigned to grain exclusively, many of the market grading problems are anticipated and preventive measures taken before serious losses are incurred. However, an accelerated interest in educational programs in grain marketing is often shown in other states, after marketing losses have resulted.

#### Teaching Materials

Three slide-films on grain inspection were prepared in color and are now available from the contractor. A few sets are kept here at Chicago for loan purposes and 120 loans, covering 22 states, have been made in 1950. In addition, 187 copies of the films have been purchased from the contractor.

We also have some 500 Kodachrome slides in our library, covering grain grading and commercial utilization. Frequent loans are made from this library on request. The Grain Grading Primer was revised this year, and now includes the new malting barley grades for Western Two-Row barley and a special outline of grading procedures for the country elevator operator.

The annual summaries of carlot receipts at inspection markets, begun in 1943, were continued. These reports are prepared in cooperation with the Commodity Exchange Authority and the Production and Marketing Administration. The information aids educational workers in locating grain marketing problem areas where moisture, smut, garlic, weevil, mixed classes, and low grade grain are important.



The Extension folder "Grading Soft Red Winter Wheat at Country Points" was much in demand this year, and a new printing was ordered.

A new 1,000-watt projector for Kodachrome slide-films was secured this year and was used to good advantage at grain grading schools. At many meetings it is impossible to darken the room and this type of projector is almost a necessity for good projection under these circumstances.

### Grading Schools and Conferences

Fifty-seven grading schools were attended by the project leader in 12 states, with a total registration of 2,463. In all cases the meetings were held in cooperation with State Extension Services and the Grain Branch of PMA, with the exception of three illustrated lectures at Chicago, held in cooperation with the Grain Branch. From a survey made in 1948 it is evident that the project leader attends not more than 25 percent of all grain grading schools held for country dealers. Twenty-six conferences were held in 11 states, with Extension workers on grain marketing educational work. Two conferences, one at Stillwater and one at Washington, D.C., had to do with the regional hard red winter wheat project headed by Mr. Granstaff. Four Illinois and five Missouri conferences were held in connection with a regional extension marketing specialist tour of Chicago and Kansas City. These nine conferences were with the organized grain trade representatives on subject matter for educational work in marketing at country elevators. One Illinois conference was devoted to 4-H Club activities, and the other 16 conferences were with State Extension Directors and staffs on planning for or reporting on grain marketing extension work. Grading schools and conferences by states are shown in Table I.

### Publications

We distribute on request copies of the Grain Grading Primer and eight leaflets on steps in grading. Grain dealers, college teachers, State Extension people and vocational agriculture teachers comprise the group making most of the requests. During the year 10,615 copies of publications on grain grading subjects were sent out on requests from 28 states. One request came from the Army for material to be used in the U.S. Information Centers in Japan. Distribution by states is shown in Table II.

### Results

Beginning with the Ever-Normal Granary program in the mid-'thirties, several thousand farmers and country grain dealers were trained to grade corn, wheat and soybeans. During World War II this project was called on to cooperate with other agencies in conducting special educational work in connection with price ceilings, critical transportation and storage situations, and federal purchase and loan programs for grain. For the past several years, partly through Research



and Marketing Act funds, the Cooperative Extension Service has been greatly strengthened by the employment of additional grain marketing specialists in the states, and by a regional hard red winter educational project headed by Mr. Granstaff with headquarters at Stillwater, Oklahoma. New publications and visual aids, and useful educational methods have been developed. We work closely with state and federal research workers so that new findings and methods may be carried immediately to farm people and the grain industry. Close cooperative relations have been worked out with State Extension Services, with district supervisors of the PMA, with the State PMA committees, and with the organized grain trade. A highly productive and efficient grain marketing system needs to be maintained, not only to meet military demands, but to meet the needs of the growing civilian population. During the time of national emergency I am certain that this project, with the cooperation of Extension people and Grain Branch personnel, will accept any educational assignment that may strengthen the grain marketing system.

Extension to June 30, 1951

A two-weeks series of grain grading schools is scheduled in Kansas for the last week in March and first week in April; a week in Missouri in May, a week in Colorado and another week in Wyoming during June. These meetings in the states are planned in cooperation with the State Extension Services and the district grain inspection supervisors of the Production and Marketing Administration.

Further work on visual aids and educational leaflets will be done. Information on serious quality problems and new developments in standardization will continue to be furnished to state extension workers.

*Willis B. Combs*

Willis B. Combs  
Marketing Specialist

Enclosures:

Wheat and Rye Summary 1949 crop  
Barley and Oats Summary 1949 Crop  
Grain Grading Primer (1950 revision)

TABLE I

Summary of Grading Schools Attended 1936-1950

Year	States	Number of Schools	Attendance
1936-1945	31	475	32,926
1946	11	27	1,294
1947	7	26	1,890
1948	11	44	2,659
1949	8	33	1,745
1950	12	57	2,463
Total 1936-50		662	42,977
Annual Average		47	3,070

Grading Schools and Conferences  
Attended in 1950

State	Number of Conferences	Attendance	Number of Grading Schools	Attend- ance
District of Columbis	3	110**	-	-
Colorado	-	-	4*	122
Georgia	5	25	14	447
Illinois	6	82	9	615
Indiana	-	-	5	130
Maryland	1	4	2*	135
Missouri	5	140	4	354
Montana	1	5	4	107
North Dakota	1	7	5	133
Oklahoma	1	8	-	-
Pennsylvania	-	-	1	80
South Carolina	1	10	3	108
South Dakota	1	5	5	199
Tennessee	1	6	1	33
Totals 1950	25	372	57	2,463

\*Planned but not attended by me

\*\*Estimated



TABLE II

Distribution of Publications on Grain Grading  
from Requests received at Chicago 1950

State	Number of Requests	Number of Publica- tions sent
Alabama	1	12
Arkansas	4	629
California	2	32
Colorado	3	60
Georgia	3	36
Illinois	3	260
Indiana	1	17
Iowa	3	875
Kansas	4	234
Maryland	1	50
Michigan	1	14
Mississippi	2	156
Missouri	3	511
Montana	2	53
Nebraska	3	193
New Jersey	1	10
New York	1	25
North Carolina	1	50
North Dakota	1	48
Ohio	3	1,610
Oklahoma	2	75
Oregon	1	100
Pennsylvania	3	132
Rhode Island	1	85
Tennessee	2	5,300
Utah	1	1
Virginia	2	37
Wisconsin	1	10
Total	56	10,615